

MONTGOMERY COUNTY DEPARTMENT OF HOUSING AND COMMUNITY AFFAIRS

CALCULATION OF SALES PRICES FOR MPDUs FOR:

Greenfield Tower
(Project Name)

Date: 3/15/2006

A. MPDU UNIT TYPE:

1.	Unit type and number of stories	<u>high rise (96 units, 12 MPDUs)</u>
2.	Number of bedrooms	<u>2</u>
3.	Number of full baths and rough-in full baths	<u>1 finished</u>
4.	Number of half baths and rough-in half baths	<u>1 finished</u>
5.	Basement of slab	<u>N/A</u>
6.	End or interior unit	<u>N/A</u>
7.	Square footage of finished area	<u>875</u>

Final MPDU Sales Price (from Page 2, Line 25) \$176,571

B. CALCULATION OF DIRECT CONSTRUCTION COSTS: *(NOTE: Please refer to the MPDU Pricing Standards and Minimum Specifications for Base Unit Size and Square Footage Cost)*

8.	<u>875</u>	= Square footage of finshed space (from Line 7)	
9.	<u>850</u>	= Square footage of base unit @ <u>\$124</u> /sq. ft.	<u>\$105,400</u>
10.	<u>25</u>	= Sq. foot difference from base @ <u>\$62</u> /sq. ft.	<u>\$1,550</u>
11.		Subtotal (Line 9 + Line 10)	<u>\$106,950</u>

12.	<u>Additions and Deletions</u>	<u>Addition</u>	<u>Deletion</u>
	a. End unit	<u> </u>	<u> </u>
	b. Rough-in half bath	<u> </u>	<u> </u>
	c. Finished half bath	<u> </u>	<u> </u>
	d. Rough-in full bath	<u> </u>	<u> </u>
	e. Finished full bath	<u> </u>	<u> </u>
	f. Basement addition/deletion	<u> </u>	<u> </u>
	g. Walkout basement	<u> </u>	<u> </u>
	h. Garage	<u> </u>	<u> </u>
	i. Expandable space:	<u> </u>	<u> </u>
	<u> </u> ft. @ \$ <u> </u> /sq.ft.	<u> </u>	<u> </u>
	j. <u> </u>	<u> </u>	<u> </u>
	k. master bathroom vanity	<u>\$200</u>	<u> </u>
	l. cooking range upgrade - gas	<u>\$250</u>	<u> </u>
	m. linen closet	<u>\$375</u>	<u> </u>
	n. ceramic floor tile - kitchen	<u>\$650</u>	<u> </u>
	o. ceramic floor tile - 2 bathrooms	<u>\$500</u>	<u> </u>
	Subtotal	<u>\$1,975</u>	<u>\$0</u>

13.	Difference between Additions/Deletions	<u>\$1,975</u>
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14.	DIRECT CONSTRUCTION COST (Line 11 + Line 13; enter in Line 15, Page2)	<u>\$108,925</u>
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* (NOTE: if you exceed the set price standard, you mut attach an itemized listing of lot development costs.)

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C. ADDITIONAL CONSTRUCTION AND INDIRECT COSTS:

15.	Direct Unit Construction Cost (from Line 14 on Page 1)		\$108,925
16.	a. Direct land development cost (from MPDU Pricing Standards*)	\$22,000	
	b. Water and sewer house connection fee	N/A	
	c. Fire sprinkler system installation cost	\$1,000	
17.	Subtotal of Miscellaneous (Lines 16.a through 16.c)		\$23,000
18.	<u>Special Conditions:</u>		
	a. Public Art proffer	\$200	
	b. Special Protection Area environmental construction measures		
	c. Extra common area landscaping		
	d. Alleyways		
	e. Site amenities/trails		
	f. Rock blasting/removal		
	g. Super silt fence		
19.	Subtotal of Special Conditions (Lines 18.a through 18.g)		\$200
20.	TOTAL OF DIRECT CONSTRUCTION COST ITEMS (Lines 15 + 17 + 19)		\$132,125
21.	<u>SOFT COSTS:</u> (Calculated as a percentage of the Base MPDU Sales Price)		
	Construction Loan Financing Expenses:		
	i) Interest Rate = Prime Rate + 2 Points = 9.5%		
	ii) Calculation = Interest Rate x Average Take Down Rate (6 months) x Length of Loan (9 months) x 75% of Base MPDU Sales Price		
a.	iii) Calculation = Interest Rate x .50 x .75 x .75 =	2.67%	
	b. Construction loan placement fee	1.50%	
	c. Legal and closing costs	3.50%	
	d. Marketing and sales commission	1.50%	
	e. Builder's overhead	8.00%	
	f. Engineering and architectural	5.00%	
	g. General requirements	3.00%	
22.	Subtotal of Indirect Cost Percentages (Lines 21.a through 21.g)	25.17%	
23.	Base MPDU Sales Price Calculation:		
	a. Soft Cost Percentages (from above)	25.17%	
	b. Inverse Ratio (100 - Soft Cost Percentage / 100) =	74.83%	
	c. Base MPDU Sales Price = <u>Direct Construction Cost (Line 20)</u> =		\$176,571
	Inverse Ratio (Line 22.b)		
24.	Subtotal of Architectural Compatibility Items (from Line 29.c on Page 3)		\$0
25.	FINAL MPDU SALES PRICE (Line 23.c + Line 24)		\$176,571

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ARCHITECTURAL COMPATIBILITY COSTS

The direct construction costs for architectural compatibility must be approved by the Department of Housing and Community Affairs. The percentage for construction financing in Line 3 is obtained from the calculations determined in 21.a on Page 2. The co

LIST OF ITEMS AND COST FOR ARCHITECTURAL COMPATIBILITY:

<u>ITEM</u>	<u>DESCRIPTION</u>	<u>COST</u>
a.	_____	_____
b.	_____	_____
c.	_____	_____
d.	_____	_____
e.	_____	_____
f.	_____	_____
g.	N/A (architectural compatability is not applicable for high rises)	_____
h.	_____	_____
i.	_____	_____
j.	_____	_____
k.	_____	_____
l.	_____	_____
m.	_____	_____
n.	_____	_____
o.	_____	_____
p.	_____	_____

Subtotal of Architectural Compatibility Costs: \$0

LESS: Cost of Items Included in the Base MPDU Price _____:

26. **TOTAL HARD COST OF ARCHITECTURAL COMPATIBILITY ITEMS:** \$0

27. **SOFT COST CALCULATION FOR ARCHITECTURAL COMPATIBILITY ITEMS:**

a.	Construction financing (from Line 21.a, Page 2)	<u>2.67%</u>
b.	Construction loan placement fee	<u>1.50%</u>
c.	Builder's overhead	<u>8.00%</u>
d.	Engineering and architectural fees	<u>5.00%</u>

28. **Subtotal of Indirect Cost Percentages (lines 27.a through 27.d)** 17.17%

29. **TOTAL COST FOR ARCHITECTURAL COMPATIBILITY:**

a.	Soft cost percentage (from Line 28)	<u>17.17%</u>
b.	Inverse ratio: (100 - Soft Cost Percentage / 100)	<u>82.83%</u>

c. Cost for Arch. Compat. = Total Hard Cost Arch. Compat. (Line 26) =
Inverse Ratio (Line 29.b) \$0